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STATISTICAL OFFICE OF THE EUROPEAN COMMUNITIES

**STRUCTURE AND ACTIVITY OF ENTERPRISES  
IN WHOLESALE AND RETAIL DISTRIBUTION**

**DATA BY COUNTRY**

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**FR OF GERMANY  
1978 - 1979**

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**JUNE 1982**



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Main symbols used

C.V.	= Coefficient of variation = $\frac{\sigma_x}{\bar{x}} \cdot 100$
r	= Coefficient of correlation = $\frac{\sum x_i y_i - N \bar{x} \bar{y}}{N \sigma_x \sigma_y}$ This coefficient varies between 0 (no correlation) and $\pm 1$ (maximum correlations, direct or inverse).
Mio DM	= million deutschmarks
1 000 DM	= thousand deutschmarks
-	= Nil
.	= Date not available or subject to statistical confidentiality or less than half the unit used.



### Introduction

This booklet is the second of a series designed to present a number of data on the structure and activity of enterprises in wholesale and retail distribution in the Member States of the European Community (1).

These data represent the initial results of an attempt by the SOEC to encourage the gradual harmonization of national statistics on distributive enterprises, which began a few years ago with the establishment of a general framework of common references (i.e. definitions, nomenclatures, classifications, etc.) which the national statistics should incorporate in order to ensure a sufficient degree of comparability between countries (2). This framework, to which the reader should refer for all details of methodology, provides for much more extensive information than that included in these first publications, which are limited to a number of basic data (listed in the attached outline of Tables 1-5), all of which are not available for all the countries at the present stage of development of the national statistics.

The data for the FR of Germany were supplied to the SOEC by the 'Statistisches Bundesamt' (Federal Statistical Office). They are taken from the census of distributive trades and non-restaurants (Ergebnisse der Handels- und Gaststättenzählung) of 31 March 1979, having been specially processed by the Federal Statistical Office with a view to presenting the results in accordance with the NACE, which obviously facilitates comparisons at Community level.

When interpreting the data mentioned below, the following points should be borne in mind:

- The census of 31 March 1979 covered only the number of enterprises, the number of persons engaged, turnover and the enterprises' legal status. Data on the other variables regarded as priorities by the SOEC, namely labour costs, current purchases and stocks (see Tables 1 and 2 in Annex),

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(1) The first booklet was devoted to France.

(2) See 'General reference programme for statistics on enterprises in wholesale and retail distribution in the countries of the EEC', EUROSTAT, March 1978.

together with data on investment and local units (points of sale) in the retail trades, were collected as part of the annual sample survey for 1979, the results of which will be available during 1982 (1).

- The data on the number of enterprises and persons engaged reflect the situation as at 31 March 1979, whereas the turnover figures refer to 1978.
- The amount of turnover was collected excluding VAT for the wholesale distribution. The amount of turnover for the retail trades includes VAT (the average turnover for each NACE-group is indicated at page 38).
- The data do not include enterprises with a turnover of less than DM 12 000 in 1978; given the relatively low value of this cut-off point (2), this restriction should not, however, have a very appreciable effect on the results.
- The retail trade data do not include butchery and distribution of meat, pork products and tripe products in cases where the enterprises process these products themselves.
- In the classification of enterprises, persons engaged and turnover by size of enterprise, two groups are not exactly the same as those laid down in the Community programme ('3 - 5' and '6 - 9' persons engaged for Germany instead of '3 - 4' and '5 - 9' as laid down by the SOEC).

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- (1) As soon as these results reach the SOEC, a new, more comprehensive booklet will be prepared for the FR of Germany.
  - (2) On the basis of the consumer purchasing power parities calculated by the SOEC, DM 12 000 corresponded in 1978 to approximately FF 24 000, Lit 3.4 million, Bfrs 188 000, Hfl 11 900, £ 2 100 and DKR 36 300 (figures rounded off).

# 1. WHOLESALE DISTRIBUTION

## 1.1. General Information

The survey covers 93 014 enterprises employing a total of 1,183,156 persons (average: 12.7 per enterprise) as at 31.3.1979, comprising 1 064 756 employees (90 %) and 118 400 self-employed persons (10 %).

In 1978 these enterprises had a turnover (excluding VAT) of DM 606.6 thousand million, giving an average of 6.5 million per enterprise and 512,700 per person engaged.

Of the total turnover, 94 % relates to wholesale distribution (main activity), 4.3 % to retail distribution and 1.7 % to other activities carried out as secondary activities by the enterprises surveyed.

## 1.2. Breakdown of wholesale distribution by activity group

In Table I the number of enterprises, the number of persons engaged and turnover are broken down by NACE-group, i.e. by the type of products marketed by the enterprises.

This table shows that wholesale distribution of food, drink and tobacco accounts for more than 20 % of the number of enterprises, the number of persons engaged and turnover of the whole sector, followed - as regards the number of enterprises and persons engaged - by distribution of machinery, industrial equipment and vehicles (16-17%) and distribution of furniture and household goods (14-15%). On the other hand, distribution of fuels, ores and industrial chemicals accounts on its own for more than a quarter of total turnover but only 5 % of the number of enterprises and 10 % of the number of persons engaged.

**TABLE I**  
Breakdown of enterprises, persons engaged and turnover by NACE groups  
(classification according to main activity of enterprise)

NACE no.	ACTIVITY  WHOLESALE DISTRIBUTION OF :	Number of enterprises		Number of persons engaged		Turnover (excluding VAT)	
		Rank	%	Rank	%	Rank	%
		1	2	3	4	5	6
611	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	4	13,3	6	8,1	3	12,6
612	Fuels, ores, metals and industrial chemicals	8	5,2	5	9,6	1	25,6
613	Timber and building materials	5	9,9	4	11,0	6	6,9
614	Machinery, industrial equipment and vehicles	2	16,1	2	17,0	4	11,2
615	Furniture, household goods, hardware and ironmongery	3	13,7	3	14,6	5	7,9
616	Textiles, clothing, footwear and leather goods	7	8,1	8	6,2	8	3,6
617	Food, drink and tobacco	1	22,0	1	20,8	2	23,8
618	Pharmaceutical and medical goods, cosmetics and cleaning materials	9	3,5	9	5,0	9	2,9
619	Other specialized wholesale distribution and wholesale dealing in a variety of goods	6	8,2	6	7,7	7	5,5
61	Total wholesale distribution		100,0		100,0		100,0

### 1.3. Main average data per enterprise and per person engaged

Table II shows for each activity group the average size of enterprises (average number of persons engaged) and the average turnover per enterprise and per person engaged. In each case, the table gives both the absolute value and an index which facilitates comparison with the overall average for the wholesale distribution sector.

**TABLE II**  
Main average values per enterprise and per person engaged

NACE no.	ACTIVITY  WHOLESALE DISTRIBUTION OF :	Persons engaged per enterprise		Average turnover per enterprise (a)		Average turnover per person (a)	
		Number	Index	1,000 DM	Index	1,000 DM	Index
		1	2	3	4	5	6
611	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	7,7	61	6.202	95	801	156
612	Fuels, ores, metals and industrial chemicals	23,4	184	32.183	494	1.375	268
613	Timber and building materials	14,2	112	4.529	69	320	62
614	Machinery, industrial equipment and vehicles	13,5	106	4.540	70	337	66
615	Furniture, household goods, hardware and ironmongery	13,5	106	3.747	58	277	54
616	Textiles, clothing, footwear and leather goods	9,8	77	2.922	45	297	58
617	Food, drink and tobacco	12,1	95	7.042	108	584	114
618	Pharmaceutical and medical goods, cosmetics and cleaning materials	17,9	141	5.362	82	299	58
619	Other specialized wholesale distribution and wholesale dealing in a variety of goods	11,9	94	4.368	67	367	72
61	Total wholesale distribution	12,7	100	6.521	100	513	100
Coefficient of variation		31 %		110 %		67 %	

(a) Excluding VAT

It can be seen from the above table that the average size of enterprises varies between fewer than 8 persons engaged for group 611 (agricultural raw materials etc.) to more than 23 persons engaged for group 612 (fuels, ores and industrial chemicals), with an overall average of 12,7 persons engaged per enterprise for the sector as a whole.

The variation from one activity group to another in average turnover per enterprise and per person engaged are much greater. It can also be seen that not only average turnover per enterprise but also average turnover per person engaged seems to correlate to some extent with the size of enterprise. Table 5.2 in the Annex which gives average turnover per person engaged as a function of the size of enterprises, shows a correlation in particular for NACE-groups 614 (machinery and vehicles), 618 (pharmaceutical and medical goods, cosmetic etc.) and to some extent - apart from the last size group - for group 617 (food, drink and tobacco).



#### 1.4. Enterprises' secondary activities

Table III shows turnover on enterprises' secondary activities as a proportion of total turnover.

TABLE III  
Breakdown of turnover by enterprises' main and secondary activity

NACE no.	ACTIVITY  WHOLESALE DISTRIBUTION OF :	Breakdown of turnover (%)					
		Total	Sales without further processing		Industrial craft, etc. production	Provision of service	
			Wholesale	Retail		Total	of which: commission
		1	2	3	4	5	6
611	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	100,0	94,7	4,2	0,7	0,4	0,3
612	Fuels, ores, metals and industrial chemicals	100,0	93,1	6,0	0,5	0,4	0,3
613	Timber and building materials	100,0	90,1	7,9	1,4	0,6	0,3
614	Machinery, industrial equipment and vehicles	100,0	91,8	3,5	3,5	1,2	0,7
615	Furniture, household goods, hardware and ironmongery	100,0	93,3	4,1	1,8	0,8	0,7
616	Textiles, clothing, footwear and leather goods	100,0	95,6	2,5	0,7	1,2	1,1
617	Food, drink and tobacco	100,0	95,6	3,3	0,5	0,6	0,4
618	Pharmaceutical and medical goods, cosmetics and cleaning materials	100,0	97,8	0,9	0,8	0,5	0,4
619	Other specialized wholesale distribution and wholesale dealing in a variety of goods	100,0	96,0	1,9	0,9	1,2	0,9
61	Total wholesale distribution	100,0	94,0	4,3	1,0	0,7	0,5

(a) Excluding VAT

Retail distribution accounts on average for 4.3 % of the turnover of all wholesale enterprises, but this percentage varies considerably from one activity group to another, ranging from 0.9 % for NACE-group 618 (pharmaceutical and medical goods, cosmetics, etc.) to almost 8 % for group 613 (timber and building materials).

Enterprises' own production represents only 1 % of turnover on average, but is as high as 3.5 % for group 614 (machinery, industrial equipment and vehicles). The other secondary activities, including agency services, account for between 0.4 and 1.2 % of turnover, depending on activity group.

The Federal Statistical Office also calculated the percentage of turnover on enterprises' secondary activities according to the size of the enterprises.



As retail distribution is German wholesale enterprises' most important secondary activity, Table IV shows the proportion of turnover on this type of distribution by activity group and by size of enterprises.

TABLE IV

Proportion (%) of turnover arising from the secondary activity of retail distribution, by size of enterprises

NACE no.	ACTIVITY  WHOLESALE DISTRIBUTION OF :	Size of enterprises (number of persons engaged)							Total
		1-2	3-5	6-9	10-19	20-49	50-199	≥ 200	
		1	2	3	4	5	6	7	
611	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	1,3	1,8	2,6	3,2	2,3	1,3	3,4	4,2
612	Fuels, ores, metals and industrial chemicals	1,0	1,7	3,4	3,2	2,7	4,7	9,8	6,0
613	Timber and building materials	2,6	6,0	7,9	9,4	9,8	7,8	3,8	7,9
614	Machinery, industrial equipment and vehicles	2,5	3,3	3,4	3,4	4,1	4,0	3,0	3,5
615	Furniture, household goods, hardware and ironmongery	2,6	3,4	4,5	4,8	5,3	3,9	2,7	4,1
616	Textiles, clothing, footwear and leather goods	1,8	2,5	1,8	2,7	2,3	3,0	2,3	2,5
617	Food, drink and tobacco	3,5	4,3	3,6	2,8	2,6	2,2	4,4	3,3
618	Pharmaceutical and medical goods, cosmetics and cleaning materials	1,4	2,5	2,6	1,9	1,4	1,1	0,2	0,9
619	Other specialized wholesale distribution and wholesale dealing in a variety of goods	1,6	2,2	2,5	1,2	2,6	2,0	2,4	1,9
61	Total wholesale distribution	2,1	3,0	3,8	3,6	3,7	3,5	6,3	4,3

Although for certain activity groups (611 and 612) the secondary activity of retail distribution accounts for the highest proportion of turnover in large enterprises (employing more than 200 persons), this is not generally the case for the other activity groups. In some cases retail distribution accounts for the highest proportion of turnover in medium-sized enterprises (NACE groups 613 and 615), while for other groups the size of enterprises does not seem to be a very significant factor in the exercise of this secondary activity.

### 1.5. Breakdown of enterprises by legal status

As part of the census of 31 March 1979, the Federal Statistical Office also recorded the enterprises' legal status. Table V gives a breakdown (%) of enterprises according to the various forms of legal status included in the survey.

TABLE V  
Breakdown of enterprises by legal status (%)

NACE no.	ACTIVITY  WHOLESALE DISTRIBUTION OF :	all enterprises	one-man businesses	partner- ships	companies with share capital	regis- tered coope- ratives	other
		1	2	3	4	5	6
611	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	100,0	70,6	12,5	5,1	11,4	0,4
612	Fuels, ores, metals and industrial chemicals	100,0	38,0	30,8	30,2	0,7	0,3
613	Timber and building materials	100,0	47,0	34,4	17,7	0,5	0,4
614	Machinery, industrial equipment and vehicles	100,0	54,1	25,4	19,7	0,5	0,3
615	Furniture, household goods, hardware and ironmongery	100,0	50,4	27,2	21,7	0,3	0,4
616	Textiles, clothing, footwear and leather goods	100,0	53,0	24,3	22,0	0,4	0,3
617	Food, drink and tobacco	100,0	67,0	19,8	10,3	2,6	0,3
618	Pharmaceutical and medical goods, cosmetics and cleaning materials	100,0	54,9	21,5	22,4	0,7	0,5
619	Other specialized wholesale distribution and wholesale dealing in a variety of goods	100,0	58,3	23,9	17,0	0,4	0,4
61	Total wholesale distribution	100,0	57,4	23,5	16,4	2,4	0,3

The percentage of one-man businesses, i.e. enterprises belonging virtually to a single person, varies from one activity group to another. It also varies according to the average size of enterprises, in that it generally tends to be higher in the case of smaller enterprises (1).

There are relatively more cooperative societies engaged in distribution of food (NACE group 617) and, above all, of agricultural and textile raw materials and semi finished products (NACE group 611).

(1) The coefficient of correlation (see 'Main symbols used', page 2), calculated between the percentage of one-man businesses and the average number of persons engaged per enterprise (see Table II, Column 1) equals - 0.77. The same coefficient calculated between the percentage of one-man businesses and the percentage of enterprises employing fewer than 6 persons (see Table VI, Column 4 below) equals + 0.85.

1.6. Part played by small enterprises in each activity group

Table VI, compiled from Tables 3.1, 4.1 and 5.1 in the Annex, shows that in the wholesale sector as a whole enterprises employing fewer than three persons make up more than 38 % of the total number, whereas they account for under 5 % of the number of persons engaged and only for 3 % of turnover. Enterprises employing fewer than 6 persons make up 64 % of the total, but account for only 12 % of the number of persons engaged and approximately 10 % of turnover; enterprises employing fewer than 10 persons make up 77 % of the total but account for approximately 20 % and 17 % of the number of persons engaged and turnover respectively.

**TABLE VI**  
Small enterprises as % of all enterprises in each activity group

NACE no.	ACTIVITY  WHOLESALE DISTRIBUTION OF :	Size of enterprises (number of persons engaged)								
		fewer than 3			fewer than 6			fewer than 10		
		% of enter- prises	% of persons	% of turn- over	% of enter- prises	% of persons engaged	% of turn- over	% of enter- prises	% of persons engaged	% of turn- over
		1	2	3	4	5	6	7	8	9
611	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	52,8	9,9	6,8	77,3	21,6	17,6	87,8	31,4	26,3
612	Fuels, ores, metals and industrial chemicals	28,2	1,9	1,6	52,7	5,9	6,9	66,4	10,1	11,4
613	Timber and building materials	27,5	2,9	2,5	50,0	9,0	8,3	66,0	17,3	17,3
614	Machinery, industrial equipment and vehicles	34,0	3,9	2,5	59,4	11,1	7,8	73,5	18,7	14,0
615	Furniture, household goods, hardware and ironmongery	36,1	4,1	2,9	60,2	10,8	9,3	73,6	18,0	16,5
616	Textiles, clothing, footwear and leather goods	43,3	6,8	6,3	68,3	16,4	16,4	80,5	25,3	28,0
617	Food, drink and tobacco	37,7	4,8	3,2	66,3	13,8	10,0	80,6	22,3	17,9
618	Pharmaceutical and medical goods, cosmetics and cleaning materials	42,2	3,5	1,8	65,4	8,4	5,4	77,8	13,3	9,8
619	Other specialized wholesale distribution and wholesale dealing in a variety of goods	42,9	5,3	2,8	67,6	13,2	8,2	78,7	20,0	13,4
61	Total wholesale distribution	38,4	4,6	3,2	63,7	12,1	9,8	77,0	19,7	16,7

Table VI also shows that small enterprises generally account for a smaller proportion of total turnover than of the number of persons engaged. Consequently, small enterprises' turnover per person engaged is below the overall average; this tallies with the remarks already made in § 1.3 on the relationship between size of enterprises and average turnover per person engaged.

1.7. Enterprises employing 20 or more persons, by activity group

The number of enterprises employing 20 or more persons, their turnover and number of persons engaged are shown in Tables 3, 4 and 5 in the Annex. Table VII below gives various figures showing the part played by these enterprises in each wholesale activity group.

TABLE VII

Large enterprises as % of all enterprises in each activity group

NACE no.	ACTIVITY  WHOLESALE DISTRIBUTION OF :	Size of enterprises (number of persons engaged)								
		20 or more			50 or more			200 or more		
		% of enter- prises	% of persons engaged	% of turn- over	% of enter- prises	% of persons engaged	% of turn- over	% of enter- prises	% of persons engaged	% of turn- over
		1	2	3	4	5	6	7	8	9
611	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	4,5	55,4	63,1	1,3	43,2	52,8	0,2	30,5	35,0
612	Fuels, ores, metals and industrial chemicals	19,8	81,8	80,3	8,6	66,9	63,5	1,7	37,7	39,7
613	Timber and building materials	17,1	66,5	65,6	5,2	41,3	39,2	0,5	12,6	12,1
614	Machinery, industrial equipment and vehicles	13,3	68,0	75,0	4,9	49,0	59,3	0,5	20,6	30,1
615	Furniture, household goods, hardware and ironmongery	14,2	69,8	69,6	5,4	50,0	50,7	0,6	18,9	17,2
616	Textiles, clothing, footwear and leather goods	9,4	60,8	56,5	3,3	42,2	37,3	0,5	17,5	15,9
617	Food, drink and tobacco	9,0	66,0	68,9	3,7	53,2	53,8	0,9	32,0	23,7
618	Pharmaceutical and medical goods, cosmetics and cleaning materials	12,2	79,1	82,7	5,2	67,4	70,7	1,1	45,0	47,7
619	Other specialized wholesale distribution and wholesale dealing in a variety of goods	10,6	68,0	67,8	4,2	51,9	51,3	0,7	23,3	21,7
61	Total wholesale distribution	11,5	68,1	71,5	4,3	51,1	55,3	0,7	25,5	30,1

Table VII shows that, in the entire wholesale distribution sector, only 11.5 % of enterprises employ 20 or more persons, but they account for 68 % of the total number of persons engaged and 71.5 % of total turnover.

Enterprises employing 200 or more persons represent less than 1 % of the total but account for over 25 % of the number of persons engaged and approximately 30 % of turnover.



Here again, as in the case of wholesale distribution, NACE group 641/642 "Food, drink and tobacco" is by far the most important activity, accounting for almost a third of the number of enterprises, 28 % of the number of persons engaged and 31 % of the turnover of the whole retail sector.

Distribution of a wide range of goods, with non-food goods predominating (NACE 656) occupies second place in respect to the number of persons engaged and turnover, but accounts for only 1.3 % of the total number of enterprises.

These two categories are followed, in decreasing order of number of persons engaged and/or turnover, by distribution of clothing (NACE 645), household equipment, fittings and appliances (NACE 648/9) and motor vehicles and cycles (NACE 651).

### 2.3. Main average data per enterprise and per person engaged

Table II shows for each NACE group the average size of enterprises (average number of persons engaged) and average turnover per enterprise and per person engaged. For each of these variables the table gives the absolute value and an index which makes it easier to relate this value to the overall average.

TABLE II  
Main average values per enterprise and per person engaged

NACE no.	ACTIVITY  RETAIL DISTRIBUTION OF :	Persons engaged per enterprise		Average turnover per enterprise (b)		Average turnover per person (b)	
		Number	Index	1,000 DM	Index	1,000 DM	Index
		1	2	3	4	5	6
641/2	Food, drink and tobacco (a)	5,8	84	976	95	167	112
643	Dispensing chemists	6,5	94	1,014	99	157	105
644	Medical goods, cosmetics and cleaning materials	4,8	70	534	52	110	74
645	Clothing	7,6	110	904	88	119	80
646	Footwear and leather goods	6,6	96	659	64	99	67
647	Furnishing fabrics and other household textiles	5,1	74	548	53	107	72
648/9	Household equipment, fittings and appliances	5,6	81	800	78	144	97
651	Motor vehicles and cycles	12,0	173	2,353	229	197	132
652	Motor fuels and lubricating oils	3,8	55	453	44	120	81
653	Books, newspapers, stationery and office supplies	4,8	70	577	56	120	81
654/5	Other goods	4,1	60	647	63	157	105
656	A wide range of goods, with non-food goods predominating	74,4	1,078	10,297	1,002	138	93
64/65	Total retail distribution	6,9	100	1,027	100	149	100
Coefficient of variation		161 %		161 %		20 %	

(a) Excluding butcher's shops which process meat.

(b) Including VAT



Distribution of a wide range of goods (group 656) occupies a special position in the retail sector since the average size of enterprises is much higher than for the other activity groups (more than 74 persons engaged per enterprise, compared with a general average of 6.9 persons).

The next categories in terms of size of enterprise are distribution of motor vehicles and cycles (12 persons per enterprise) and clothing (7.6 persons), while for the other activity groups the average size of enterprises ranges between 3.8 (motor fuels and lubricating oils) and 6.6. persons (footwear and leather goods). The table also shows that the variations in average turnover per enterprise from one activity group to another have a high degree of correlation with the corresponding variations in the average size of enterprises.

Average turnover per person engaged shows smaller variations from one activity group to another. It is still influenced by the size of enterprise: Table 5.2 in the Annex shows that average turnover per person engaged tends to increase with the size of enterprise, especially in the case of clothing and household equipment, fittings and appliances, where the increase appears very steady, but also for most of the other activity groups.

#### 2.4. Enterprises' secondary activities

Table III shows the turnover on enterprises' secondary activities as a proportion of total turnover.

TABLE III  
Breakdown of turnover by enterprises' main and secondary activity

NACE no.	ACTIVITY  RETAIL DISTRIBUTION OF :	Breakdown of turnover(b)					
		Total	Sales without further processing		Industrial, craft, etc. production	Provision of service	
			Retail	Wholesale		Total	of which: commission
		1	2	3	4	5	6
641/2	Food, drink and tobacco (a)	100,0	96,6	2,3	0,5	0,6	.
643	Dispensing chemists	100,0	99,3	0,4	0,2	.	.
644	Medical goods, cosmetics and cleaning materials	100,0	95,9	2,9	0,8	0,4	0,1
645	Clothing	100,0	98,5	0,6	0,6	0,3	.
646	Footwear and leather goods	100,0	97,9	0,6	1,2	0,3	0,2
647	Furnishing fabrics and other household textiles	100,0	91,2	4,7	3,7	0,4	.
648/9	Household equipment, fittings and appliances	100,0	92,7	3,6	3,3	0,4	0,1
651	Motor vehicles and cycles	100,0	78,9	6,7	12,8	1,6	1,2
652	Motor fuels and lubricating oils	100,0	58,9	13,6	1,2	26,3	19,7
653	Books, newspapers, stationery, and office supplies	100,0	94,7	2,6	1,7	0,9	0,2
654/5	Other goods	100,0	88,7	8,5	2,0	0,8	0,3
656	A wide range of goods, with non-food goods predominating	100,0	96,8	0,7	0,3	2,2	.
64/65	Total retail distribution	100,0	92,7	3,3	2,6	1,4	0,6

(a) Excluding butcher's shops which process meat.

(b) Including VAT

It can be seen that in groups 651 and 652 (retail distribution of motor vehicles and cycles and of motor fuels and lubricating oils) enterprises carry out a fairly wide range of activities, which include, apart from retail sales, a substantial amount of maintenance and repair of vehicles, wholesale distribution and agency services.

Secondary activities of some significance are also carried out by enterprises in NACE groups 647 (furnishing fabrics), 648/9 (household equipment, fittings and appliances) and 654/5 (other retail distribution).

Table IV shows that the scale of secondary activities varies according to the size of enterprises but shows a different pattern from one activity group to another. In several cases, the proportion of secondary activities carried out by large enterprises (employing more than 200 persons) is below the average for the retail sector as a whole.

TABLE IV  
Proportion (%) of turnover deriving from activities other than retail distribution, by size of enterprise

NACE no.	ACTIVITY  RETAIL DISTRIBUTION OF :	Size of enterprises (number of persons engaged)							
		1-2	3-5	6-9	10-19	20-49	50-199	200	Total
		1	2	3	4	5	6	7	8
641/2	Food, drink and tobacco (a)	2,1	4,3	5,7	6,7	7,4	4,9	1,9	3,4
643	Dispensing chemists	0,2	0,3	0,5	1,2	3,5	-	-	0,7
644	Medical goods, cosmetics and cleaning materials	2,4	3,1	5,0	7,1	8,2	9,8	1,8	4,1
645	Clothing	1,2	1,6	1,6	2,2	1,5	1,7	1,1	1,5
646	Footwear and leather goods	4,4	3,1	2,4	2,2	1,4	1,4	1,3	2,1
647	Furnishing fabrics and other household textiles	6,0	7,2	7,8	7,9	6,8	7,3	31,9	8,8
648/9	Household equipment, fittings and appliances	5,6	7,4	8,2	8,7	8,1	7,0	4,7	7,3
651	Motor vehicles and cycles	7,7	13,9	19,2	20,5	21,1	23,7	22,1	21,1
652	Motor fuels and lubricating oils	41,0	45,0	38,5	30,9	23,2	37,3	60,1	41,1
653	Books, newspapers, stationery, and office supplies	2,1	3,6	5,1	6,2	8,6	7,9	2,1	5,3
654/5	Other goods	4,4	7,4	11,4	14,0	18,6	23,5	6,0	11,3
656	A wide range of goods, with non-food goods predominating	3,2	5,2	7,6	8,3	7,6	5,2	2,9	3,2
64/65	Total retail distribution	4,3	6,8	7,4	10,0	12,8	12,3	3,5	7,3

(a) Excluding butcher's shops which process meat.

On the whole, it seems that the exercise of secondary activities depends more on the nature of the main activity than on the size of enterprise.

## 2.5. Breakdown of enterprises by legal status

Table V gives a breakdown of enterprises by legal status. It shows that in the retail sector one-man businesses, i.e. enterprises belonging to a single person, make up 89.5 % of all enterprises, compared with 57.4 % in the wholesale sector (see § 1.5). There are relatively more partnerships and companies with share capital in the retail sector in NACE groups 651 (motor vehicles and cycles) and 656 (a wide range of goods, with non-food goods predominating), which also have the greatest percentage of enterprises employing more than 50 persons (see Table 3.1 in Annex).

TABLE V

Breakdown of enterprises by legal status (%)

NACE no.	ACTIVITY RETAIL DISTRIBUTION OF :	all enter- prises	one-man busi- nesses	partner- ships	companies with share capital	regis- tered coope- ratives	other
		1	2	3	4	5	6
641/2	Food, drink and tobacco (a)	100,0	95,3	3,3	0,9	0,2	0,3
643	Dispensing chemists	100,0	97,1	2,3	.	.	0,5
644	Medical goods, cosmetics and cleaning materials	100,0	90,5	7,4	1,8	.	0,3
645	Clothing	100,0	85,8	10,4	3,3	.	0,4
646	Footwear and leather goods	100,0	87,9	9,2	2,3	.	0,5
647	Furnishing fabrics and other household textiles	100,0	86,5	9,2	4,0	.	0,2
648/9	Household equipment, fittings and appliances	100,0	83,7	10,9	4,9	.	0,4
651	Motor vehicles and cycles	100,0	73,6	17,2	8,8	.	0,4
652	Motor fuels and lubricating oils	100,0	96,4	2,3	1,0	.	0,3
653	Books, newspapers, stationery, and office supplies	100,0	87,8	8,1	3,6	.	0,5
654/5	Other goods	100,0	88,7	7,3	2,9	0,6	0,5
656	A wide range of goods, with non-food goods predominating	100,0	82,6	12,4	4,5	0,2	0,3
64/65	Total retail distribution	100,0	89,5	7,2	2,7	0,2	0,4

(a) Excluding butcher's shops which process meat.

## 2.6. Part played by small enterprises in each activity group

Table VI, compiled from Tables 3.1, 4.1 and 5.1 in the Annex, shows that enterprises with fewer than three persons make up half of all retail enterprises but account for only 11 % of the number of persons engaged and 7 % of turnover for the whole sector.

Analysis of the various activity groups shows, however, a number of differences, especially in the case of dispensing chemists, where the percentage of enterprises with one or two persons is very low (less than 3 %), whereas for the other NACE groups it varies between 38 % (motor vehicles and cycles) and 58 % (food, drink and tobacco).

90 % of retail enterprises have fewer than 10 persons and account altogether for 38.5 % of the number of persons engaged and 30 % of turnover for the whole sector.

Small enterprises play a more significant part in retail distribution than in wholesale dealing (cf. § 1.6), both as regards the number of enterprises and in respect of the number of persons engaged and turnover.

**TABLE VI**  
Small enterprises as % of all enterprises in each activity group

NACE no.	ACTIVITY  RETAIL DISTRIBUTION OF :	Size of enterprises (number of persons engaged)								
		fewer than 3			fewer than 6			fewer than 10		
		% of enter- prises	% of persons engaged	% of turn- over	% of enter- prises	% of persons engaged	% of turn- over	% of enter- prises	% of persons engaged	% of turn- over
		1	2	3	4	5	6	7	8	9
641/2	Food, drink and tobacco (a)	58,4	15,1	10,0	85,6	32,2	22,3	93,9	42,3	29,9
643	Dispensing chemists	2,9	0,8	1,0	41,7	26,5	28,9	88,3	77,8	79,3
644	Medical goods, cosmetics and cleaning materials	48,1	15,3	10,7	82,7	42,1	32,9	93,5	57,9	47,2
645	Clothing	48,7	9,5	6,1	76,7	23,3	17,0	88,0	33,9	26,5
646	Footwear and leather goods	48,2	11,2	8,8	75,9	26,8	24,1	88,1	39,8	37,0
647	Furnishing fabrics and other household textiles	47,2	13,9	11,2	76,7	35,6	31,3	89,2	52,8	47,7
648/9	Household equipment, fittings and appliances	51,4	13,5	8,0	77,3	31,1	22,3	88,7	45,8	35,8
651	Motor vehicles and cycles	38,0	4,6	2,7	57,4	10,8	7,9	69,6	18,2	13,9
652	Motor fuels and lubricating oils	40,9	18,4	12,5	84,8	61,3	39,3	96,4	82,7	56,3
653	Books, newspapers, stationery and office supplies	53,4	16,5	12,9	80,7	37,5	30,1	90,7	52,2	43,2
654/5	Other goods	52,4	19,4	12,5	82,9	46,9	36,5	93,3	64,7	54,5
656	A wide range of goods, with non-food goods predominating	46,8	1,0	0,6	74,4	2,4	1,6	84,4	3,4	2,4
64/65	Total retail distribution	50,0	10,9	7,2	78,6	26,5	19,5	90,3	38,5	30,0

(a) Excluding butcher's shops which process meat.



## 2.7. Enterprises employing 20 or more persons, by activity group

Table VII, compiled - like Table VI - from Tables 3.1, 4.1 and 5.1 in the Annex, shows that the percentage of enterprises employing 20 or more persons varies considerably according to the activity group, ranging from 0.5 % in the case of dispensing chemists to 16 % for motor vehicles and cycles, with an average of 3.4 % for retail distribution as a whole.

Enterprises employing 200 or more persons are very few in number (a total of 640 for retail distribution as a whole), but they account for a considerable proportion of the number of persons engaged and turnover, employing 29 % of the total number of persons engaged in this sector (an average of over 1 100 per enterprise) and accounting for 35 % of total turnover in 1978.

The concentration of the number of persons engaged and turnover is particularly marked in NACE group 656 (retail distribution of a wide range of goods, with non-food goods predominating), where 1.5 % of all enterprises employed 89 % of the total number of persons engaged as at 31 March 1979 and in 1978 accounted for 90 % of the group's total turnover.

TABLE VII  
Large enterprises as % of all enterprises in each activity group

NACE no.	ACTIVITY  RETAIL DISTRIBUTION OF :	Size of enterprises (number of persons engaged)								
		20 or more			50 or more			200 or more		
		% of enter- prises	% of persons engaged	% of turn- over	% of enter- prises	% of persons engaged	% of turn- over	% of enter- prises	% of persons engaged	% of turn- over
		1	2	3	4	5	6	7	8	9
641/2	Food, drink and tobacco (a)	1,9	48,4	62,4	0,7	42,5	56,5	0,2	35,2	47,8
643	Dispensing chemists	0,5	1,9	2,0	.	.	.	-	-	-
644	Medical goods, cosmetics and cleaning materials	1,5	28,5	39,5	0,4	21,6	32,1	0,1	17,5	26,5
645	Clothing	4,9	53,8	62,2	1,7	41,5	50,5	0,3	24,6	34,2
646	Footwear and leather goods	4,3	45,2	47,4	1,3	31,7	33,4	0,2	17,9	18,8
647	Furnishing fabrics and other household textiles	3,4	28,4	32,9	0,7	13,6	18,1	0,1	4,6	6,3
648/9	Household equipment, fittings and appliances	3,8	36,6	46,8	0,9	21,7	30,3	0,1	9,9	15,0
651	Motor vehicles and cycles	16,0	65,2	71,3	4,3	35,7	41,0	0,3	7,5	9,3
652	Motor fuels and lubricating oils	0,6	7,0	30,2	0,1	3,5	20,9	.	1,5	14,5
653	Books, newspapers, stationery, and office supplies	3,2	31,2	38,2	0,7	16,3	22,3	0,1	6,0	9,6
654/5	Other goods	1,7	19,8	26,3	0,3	10,2	14,1	.	5,5	6,5
656	A wide range of goods, with non-food goods predominating	8,9	95,4	96,5	5,2	93,9	94,9	1,5	89,0	90,3
64/65	Total retail distribution	3,4	49,7	58,7	1,0	39,5	47,5	0,2	29,1	35,1

(a) Excluding butcher's shops which process meat.



**ANNEX**

T A B . 1

Commerce de gros

Nombre d'entreprises, personnes occupées et dépenses de personnel

Pays/Country: BRD

Wholesale trade

Number of enterprises, persons engaged and labour costs

Année/Year : 1978 - 1979

No.	ACTIVITE	Nombre d'entreprises	Nombre de personnes occupées (a) Number of persons engaged (a)			Dépenses de personnel/labour costs		ACTIVITY	NACE
			TOTAL	dont/ of which:		TOTAL	dont/ of which:		
				salariés employees	autres others				
NACE	COMMERCE DE GROS DE:	Number of enterprises (b)	TOTAL	salariés employees	autres others	TOTAL	salaires bruts gross wages	WHOLESALE DEALING IN:	no.
		1	2	3	4	5	6		
611	Matières premières agricoles, animaux vivants, matières premières textiles et demi-produits	12.356	95.623	80.408	15.215			Agricultural raw materials, live animals, textile raw materials and semi-finished goods	611
612	Combustibles, minéraux et produits chimiques industriels	4.832	113.088	107.364	5.724			Fuels, ores, metals and industrial chemicals	612
613	Bois et matériaux de construction	9.239	130.750	119.123	11.627			Timber and building materials	613
614	Machines, matériel et véhicules	14.945	201.123	182.868	18.255			Machinery, industrial equipment and vehicles	614
615	Meubles, articles de ménage et quincaillerie	12.780	172.658	156.878	15.780			Furniture, household goods, hardware and ironmongery	615
616	Textiles, habillement, chaussures et articles en cuir	7.496	73.659	64.382	9.277			Textiles, clothing, footwear and leather goods	616
617	Denrées alimentaires, boissons et tabac	20.454	246.715	217.838	28.877			Food, drink and tobacco	617
618	Produits pharmaceutiques, médicaux, de beauté, produits d'entretien	3.285	58.846	54.948	3.898			Pharmaceutical and medical goods, cosmetics and cleaning materials	618
619	Autres commerces de gros spécialisés et commerce de gros de produits divers	7.627	90.694	80.947	9.747			Other specialized wholesale distribution and wholesale dealing in a variety of goods	619
61	Ensemble du commerce de gros	93.014	1.183.156	1.064.756	118.400			Total wholesale dealing	61

(a) Période de référence/reference period: 31.3.1979

(b) Sont exclues les entreprises ayant réalisé en 1978 un chiffre d'affaires inférieur à 12.000 DM. (b) Are excluded the enterprises with a turnover of less than DM 12.000 in 1978.

TAB. 2

Commerce de gros

Wholesale trade

Recettes et dépenses courantes, variation des stocks, valeur ajoutée brute

Revenues and current expenditure, change in stocks, gross value added

Pays/Country: BRD

Année/Year : 1978

Année/Year : 1970									
No.  NACE	ACTIVITE  COMMERCE DE GROS DE:	Chiffre d'affaires global Total turnover (b)			Achats courants de biens et de services  Current purchases of goods and services	Variation des stocks  Change in value of stocks	Valeur ajoutée hors TVA  Value added excl. VAT	ACTIVITY  WHOLESALE DEALING IN:	NACE  no.
		TOTAL  (Mio IM)	dont/ of which:						
			reventes au détail retail sales (%)	activité non commerciale non-commercial activity (%)					
611	Matières premières agricoles, animaux vivants, matières premières textiles et demi-produits	76.629,4	4,2	1,1				Agricultural raw materials, live animals, textile raw materials and semi-finished goods	611
612	Combustibles, minéraux et produits chimiques industriels	155.510,0	6,0	0,9				Fuels, ores, metals and industrial chemicals	612
613	Bois et matériaux de construction	41.838,8	7,9	2,0				Timber and building materials	613
614	Machines, matériel et véhicules	67.848,0	3,5	4,7				Machinery, industrial equipment and vehicles	614
615	Meubles, articles de ménage et quincaillerie	47.886,0	4,1	2,6				Furniture, household goods, hardware and ironmongery	615
616	Textiles, habillement, chaussures et articles en cuir	21.899,9	2,5	1,9				Textiles, clothing, footwear and leather goods	616
617	Denrées alimentaires, boissons et tabac	144.035,4	3,3	1,1				Food, drink and tobacco	617
618	Produits pharmaceutiques, médicaux, de beauté, produits d'entretien	17.614,6	0,9	1,3				Pharmaceutical and medical goods, cosmetics and cleaning materials	618
619	Autres commerces de gros spécialisés et commerce de gros de produits divers	33.316,2	1,9	2,1				Other specialized wholesale distribution and wholesale dealing in a variety of goods	619
61	Ensemble du commerce de gros	606.578,3	4,3	1,7				Total wholesale dealing	61

(a) Y compris les intermédiaires de commerce. Including the commercial agents.

(b) Hors TVA - Excluding VAT.

TAB. 3

Répartition des entreprises par taille (classes de personnes occupées)

Distribution of enterprises by size (classes of persons engaged)

Pays/Country: BRD

Année/Year : 1978 - 1979

Commerce de gros

Wholesale trade

No.		ACTIVITE  COMMERCE DE GROS DE:	Taille (nombre de personnes occupées) de l'entreprise Size (number of persons engaged) of the enterprise							TOTAL	ACTIVITY  WHOLESALE DEALING IN:	NACE  no.
NACE	1 - 2		3 - 5 (*)	6 - 9 (*)	10 - 19	20 - 49	≥ 50					
							TOTAL	dont/of which				
								50 - 199	≥ 200			
611	Matières premières agricoles, animaux vivants, matières premières textiles et demi-produits	6.526	3.032	1.295	949	393	161	140	21	12.356	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	611
612	Combustibles, minéraux et produits chimiques industriels	1.361	1.184	661	668	542	416	335	81	4.832	Fuels, ores, metals and industrial chemicals	612
613	Bois et matériaux de construction	2.541	2.079	1.480	1.557	1.103	479	434	45	9.239	Timber and building materials	613
614	Machines, matériel et véhicules	5.075	3.802	2.114	1.969	1.256	729	652	77	14.945	Machinery, industrial equipment and vehicles	614
615	Meubles, articles de ménage et quincaillerie	4.620	3.076	1.711	1.559	1.121	693	612	81	12.780	Furniture, household goods, hardware and ironmongery	615
616	Textiles, habillement, chaussures et articles en cuir	3.249	1.878	912	757	454	246	212	34	7.496	Textiles, clothing, footwear and leather goods	616
617	Denrées alimentaires, boissons et tabac	7.706	5.851	2.930	2.138	1.075	754	565	189	20.454	Food, drink and tobacco	617
618	Produits pharmaceutiques, médicaux, de beauté, produits d'entretien	1.386	764	406	330	229	170	135	35	3.285	Pharmaceutical and medical goods, cosmetics and cleaning materials	618
619	Autres commerces de gros spécialisés et commerce de gros de produits divers	3.273	1.886	846	814	485	323	268	55	7.627	Other specialized wholesale distribution and wholesale dealing in a variety of goods	619
61	Ensemble du commerce de gros	35.737	23.552	12.355	10.741	6.658	3.971	3.353	618	93.014	Total wholesale dealing	61

(\*) La deuxième et la troisième classe de taille des entreprises ne correspondent pas exactement avec celles prévues dans le programme de référence de l'OSCE, qui prévoit 3 - 4 et 5 - 9 personnes respectivement.

(\*) In the classification of enterprises, two sizes are not exactly the same as those laid down in the Community programme : 3-5 and 6-9 persons engaged for Germany instead of 3-4 and 5-9.

TAB. 3.1

Répartition des entreprises par taille (classes de personnes occupées)

Distribution of enterprises by size (classes of persons engaged)

Pays/Country: BRD

Année/Year : 1978 - 1979

Commerce de gros

Wholesale trade

No.	ACTIVITE	Taille (nombre de personnes occupées) de l'entreprise Size (number of persons engaged) of the enterprise								TOTAL	ACTIVITY	NACE
		1 - 2	3 - 5 (*)	6 - 9 (*)	10 - 19	20 - 49	≥ 50					
							TOTAL	dont/of which				
								50 - 199	≥ 200			
NACE	COMMERCE DE GROS DE:	1	2	3	4	5	6	7	8	9	WHOLESALE DEALING IN:	no.
611	Matières premières agricoles, animaux vivants, matières premières textiles et demi-produits	52,8	24,5	10,5	7,7	3,2	1,3	1,1	0,2	100,0	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	611
612	Combustibles, minéraux et produits chimiques industriels	28,2	24,5	13,7	13,8	11,2	8,6	6,9	1,7	100,0	Fuels, ores, metals and industrial chemicals	612
613	Bois et matériaux de construction	27,5	22,5	16,0	16,9	11,9	5,2	4,7	0,5	100,0	Timber and building materials	613
614	Machines, matériel et véhicules	34,0	25,4	14,1	13,2	8,4	4,9	4,4	0,5	100,0	Machinery, industrial equipment and vehicles	614
615	Meubles, articles de ménage et quincaillerie	36,1	24,1	13,4	12,2	8,8	5,4	4,8	0,6	100,0	Furniture, household goods, hardware and ironmongery	615
616	Textiles, habillement, chaussures et articles en cuir	43,3	25,0	12,2	10,1	6,1	3,3	2,8	0,5	100,0	Textiles, clothing, footwear and leather goods	616
617	Denrées alimentaires, boissons et tabac	37,7	28,6	14,3	10,4	5,3	3,7	2,8	0,9	100,0	Food, drink and tobacco	617
618	Produits pharmaceutiques, médicaux, de beauté, produits d'entretien	42,2	23,2	12,4	10,0	7,0	5,2	4,1	1,1	100,0	Pharmaceutical and medical goods, cosmetics and cleaning materials	618
619	Autres commerces de gros spécialisés et commerce de gros de produits divers	42,9	24,7	11,1	10,7	6,4	4,2	3,5	0,7	100,0	Other specialized wholesale distribution and wholesale dealing in a variety of goods	619
61	Ensemble du commerce de gros	38,4	25,3	13,3	11,5	7,2	4,3	3,6	0,7	100,0	Total wholesale dealing	61

(\*) La deuxième et la troisième classe de taille des entreprises ne correspondent pas exactement avec celles prévues dans le programme de référence de l'OSCE, qui prévoit 3 - 4 et 5 - 9 personnes respectivement.

(\*) In the classification of enterprises, two sizes are not exactly the same as those laid down in the Community programme : 3-5 and 6-9 persons engaged for Germany instead of 3-4 and 5-9.



T A B . 4

Répartition des personnes occupées selon la taille de l'entreprise

Distribution of persons engaged by size of the enterprise

Pays/Country: BRD

Année/Year : 1978 - 1979

Commerce de gros

Wholesale trade

Nombre/ Number

No.  NACE	ACTIVITE  COMMERCE DE GROS DE:	Taille (nombre de personnes occupées ) de l'entreprise Size (number of persons engaged) of the enterprise								TOTAL	ACTIVITY  WHOLESALE DEALING IN:	NACE  no.
		1 - 2	3 - 5 (*)	6 - 9 (*)	10 - 19	20 - 49	≥ 50					
							TOTAL	dont/ of which				
								50 - 199	≥ 200			
		1	2	3	4	5	6	7	8	9		
611	Matières premières agricoles, animaux vivants, matières premières textiles et demi-produits	9.486	11.195	9.311	12.665	11.700	41.266	12.121	29.145	95.623	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	611
612	Combustibles, minéraux et produits chimiques industriels	2.133	4.521	4.800	9.126	16.852	75.656	32.974	42.682	113.088	Fuels, ores, metals and industrial chemicals	612
613	Bois et matériaux de construction	3.847	8.006	10.839	21.111	32.966	53.981	37.569	16.412	130.750	Timber and building materials	613
614	Machines, matériel et véhicules	7.877	14.547	15.225	26.693	38.162	98.619	57.194	41.425	201.123	Machinery, industrial equipment and vehicles	614
615	Meubles, articles de ménage et quincaillerie	7.025	11.621	12.440	21.143	34.102	86.327	53.683	32.644	172.658	Furniture, household goods, hardware and ironmongery	615
616	Textiles, habillement, chaussures et articles en cuir	4.997	7.076	6.585	10.207	13.726	31.068	18.186	12.882	73.659	Textiles, clothing, footwear and leather goods	616
617	Denrées alimentaires, boissons et tabac	11.915	22.157	21.050	28.620	31.647	131.326	52.368	78.958	246.715	Food, drink and tobacco	617
618	Produits pharmaceutiques, médicaux, de beauté, produits d'entretien	2.052	2.871	2.907	4.486	6.889	39.641	13.163	26.478	58.846	Pharmaceutical and medical goods, cosmetics and cleaning materials	618
619	Autres commerces de gros spécialisés et commerce de gros de produits divers	4.846	7.155	6.125	10.876	14.598	47.094	25.947	21.147	90.694	Other specialized wholesale distribution and wholesale dealing in a variety of goods	619
61	Ensemble du commerce de gros	54.178	89.149	89.282	144.927	200.642	604.978	303.205	301.773	1.183.156	Total wholesale dealing	61

(\*) La deuxième et la troisième classe de taille des entreprises ne correspondent pas exactement avec celles prévues dans le programme de référence de l'OSCE, qui prévoit 3-4 et 5-9 personnes respectivement.

(\*) In the classification of enterprises, two sizes are not exactly the same as those laid down in the Community programme : 3-5 and 6-9 persons engaged for Germany instead of 3-4 and 5-9.

T A B . 4 . 1

Répartition des personnes occupées selon la taille de l'entreprise

Distribution of persons engaged by size of the enterprise

Pays/Country: BRD

Année/Year : 1978 - 1979

Commerce de gros

Wholesale trade

%

No.  NACE	ACTIVITE  COMMERCE DE GROS DE:	Taille (nombre de personnes occupées ) de l'entreprise Size (number of persons engaged) of the enterprise								TOTAL	ACTIVITY  WHOLESALE DEALING IN:	NACE  no.
		1 - 2	3 - 5 (*)	6 - 9 (*)	10 - 19	20 - 49	≥ 50					
							TOTAL	dont/ of which				
								50 - 199	≥ 200			
		1	2	3	4	5	6	7	8	9		
611	Matières premières agricoles, animaux vivants, matières premières textiles et demi-produits	9,9	11,7	9,8	13,2	12,2	43,2	12,7	30,5	100,0	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	611
612	Combustibles, minéraux et produits chimiques industriels	1,9	4,0	4,2	8,1	14,9	66,9	29,2	37,7	100,0	Fuels, ores, metals and industrial chemicals	612
613	Bois et matériaux de construction	2,9	6,1	8,3	16,2	25,2	41,3	28,7	12,6	100,0	Timber and/building materials	613
614	Machines, matériel et véhicules	3,9	7,2	7,6	13,3	19,0	49,0	28,4	20,6	100,0	Machinery, industrial equipment and vehicles	614
615	Meubles, articles de ménage et quincaillerie	4,1	6,7	7,2	12,2	19,8	50,0	31,1	18,9	100,0	Furniture, household goods, hardware and ironmongery	615
616	Textiles, habillement, chaussures et articles en cuir	6,8	9,6	8,9	13,9	18,6	42,2	24,7	17,5	100,0	Textiles, clothing, footwear and leather goods	616
617	Denrées alimentaires, boissons et tabac	4,8	9,0	8,5	11,6	12,8	53,2	21,2	32,0	100,0	Food, drink and tobacco	617
618	Produits pharmaceutiques, médicaux, de beauté, produits d'entretien	3,5	4,9	4,9	7,6	11,7	67,4	22,4	45,0	100,0	Pharmaceutical and medical goods, cosmetics and cleaning materials	618
619	Autres commerces de gros spécialisés et commerce de gros de produits divers	5,3	7,9	6,8	12,0	16,1	51,9	28,6	23,3	100,0	Other specialized wholesale distribution and wholesale dealing in a variety of goods	619
61	Ensemble du commerce de gros	4,6	7,5	7,6	12,2	17,0	51,1	25,6	25,5	100,0	Total wholesale dealing	61

(\*) La deuxième et la troisième classe de taille des entreprises ne correspondent pas exactement avec celles prévues dans le programme de référence de l'OSCE, qui prévoit 3-4 et 5-9 personnes respectivement.

(\*) In the classification of enterprises, two sizes are not exactly the same as those laid down in the Community programme : 3-5 and 6-9 persons engaged for Germany instead of 3-4 and 5-9.

T A B . 5

Répartition du chiffre d'affaires selon la taille de l'entreprise (a)

Distribution of turnover by size of the enterprise (a)

Pays/Country: BRD

Année/Year : 1978 - 1979

Commerce de gros

Wholesale trade

montant/ value (Mio DM)

No.	ACTIVITE	Taille (nombre de personnes occupées) de l'entreprise Size (number of persons engaged) of the enterprise								TOTAL	ACTIVITY	NACE
		1 - 2	3 - 5 (*)	6 - 9 (*)	10 - 19	20 - 49	≥ 50		TOTAL			
							dont/of which					
							50 - 199	≥ 200				
NACE	COMMERCE DE GROS DE:	1	2	3	4	5	6	7	8	9	WHOLESALE DEALING IN:	no.
611	Matières premières agricoles, animaux vivants, matières premières textiles et demi-produits	5.218	8.283	6.665	8.157	7.883	40.423	13.585	26.838	76.629	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	611
612	Combustibles, minéraux et produits chimiques industriels	2.552	8.188	7.071	12.807	26.196	98.696	36.898	61.798	155.510	Fuels, ores, metals and industrial chemicals	612
613	Bois et matériaux de construction	1.066	2.439	3.769	7.123	11.050	16.392	11.314	5.078	41.839	Timber and building materials	613
614	Machines, matériel et véhicules	1.714	3.606	4.198	7.397	10.678	40.255	19.821	20.434	67.848	Machinery, industrial equipment and vehicles	614
615	Meubles, articles de ménage et quincaillerie	1.398	3.042	3.460	6.652	9.045	24.289	16.064	8.225	47.886	Furniture, household goods, hardware and ironmonger,	615
616	Textiles, habillement, chaussures et articles en cuir	1.389	2.206	2.534	3.395	4.210	8.166	4.676	3.490	21.900	Textiles, clothing, footwear and leather goods	616
617	Denrées alimentaires, boissons et tabac	4.678	9.742	11.448	18.850	21.761	77.556	36.245	41.311	144.035	Food, drink and tobacco	617
618	Produits pharmaceutiques, médicaux, de beauté, produits d'entretien	309	635	782	1.324	2.116	12.449	4.049	8.400	17.615	Pharmaceutical and medical goods, cosmetics and cleaning materials	618
619	Autres commerces de gros spécialisés et commerce de gros de produits divers	939	1.813	1.738	6.261	5.485	17.080	9.837	7.243	33.316	Other specialized wholesale distribution and wholesale dealing in a variety of goods	619
61	Ensemble du commerce de gros	19.263	39.955	41.665	71.966	98.424	335.305	152.489	182.815	606.578	Total wholesale dealing	61

(\*) La deuxième et la troisième classe de taille des entreprises ne correspondent pas exactement avec celles prévues dans le programme de référence de l'OSCE, qui prévoit 3-4 et 5-9 personnes respectivement.

(\*) In the classification of enterprises, two sizes are not exactly the same as those laid down in the Community programme : 3-5 and 6-9 persons engaged for Germany instead of 3-4 and 5-9.

(a) Hors TVA - Excluding VAT

TAB. 5.1

Répartition du chiffre d'affaires selon la taille de l'entreprise

Distribution of turnover by size of the enterprise

(%)

Pays/Country: BRD

Année/Year : 1978 - 1979

Commerce de gros

Wholesale trade

No.	ACTIVITE	Taille (nombre de personnes occupées) de l'entreprise Size (number of persons engaged) of the enterprise								TOTAL	ACTIVITY	NACE
		1 - 2	3 - 5 (*)	6 - 9 (*)	10 - 19	20 - 49	≥ 50					
							TOTAL	dont/of which				
								50 - 199	≥ 200			
NACE	COMMERCE DE GROS DE:	1	2	3	4	5	6	7	8	9	WHOLESALE DEALING IN:	no.
611	Matières premières agricoles, animaux vivants, matières premières textiles et demi-produits	6,8	10,8	8,7	10,6	10,3	52,8	17,7	35,0	100,0	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	611
612	Combustibles, minéraux et produits chimiques industriels	1,6	5,3	4,5	8,2	16,8	63,5	23,7	39,7	100,0	Fuels, ores, metals and industrial chemicals	612
613	Bois et matériaux de construction	2,5	5,8	9,0	17,0	26,4	39,2	27,0	12,1	100,0	Timber and building materials	613
614	Machines, matériel et véhicules	2,5	5,3	6,2	10,9	15,7	59,3	29,2	30,1	100,0	Machinery, industrial equipment and vehicles	614
615	Meubles, articles de ménage et quincaillerie	2,9	6,4	7,2	13,9	18,9	50,7	33,5	17,2	100,0	Furniture, household goods, hardware and ironmongery	615
616	Textiles, habillement, chaussures et articles en cuir	6,3	10,1	11,6	15,5	19,2	37,3	21,4	15,9	100,0	Textiles, clothing, footwear and leather goods	616
617	Denrées alimentaires, boissons et tabac	3,2	6,8	7,9	13,1	15,1	53,8	25,2	28,7	100,0	Food, drink and tobacco	617
618	Produits pharmaceutiques, médicaux, de beauté, produits d'entretien	1,8	3,6	4,4	7,5	12,0	70,7	23,0	47,7	100,0	Pharmaceutical and medical goods, cosmetics and cleaning materials	618
619	Autres commerces de gros spécialisés et commerce de gros de produits divers	2,8	5,4	5,2	18,8	16,5	51,3	29,5	21,7	100,0	Other specialized wholesale distribution and wholesale dealing in a variety of goods	619
61	Ensemble du commerce de gros	3,2	6,6	6,9	11,9	16,2	55,3	25,1	30,1	100,0	Total wholesale dealing	61

(\*) La deuxième et la troisième classe de taille des entreprises ne correspondent pas exactement avec celles prévues dans le programme de référence de l'OSCE, qui prévoit 3-4 et 5-9 personnes respectivement.

(\*) In the classification of enterprises, two sizes are not exactly the same as those laid down in the Community programme : 3-5 and 6-9 persons engaged for Germany instead of 3-4 and 5-9.



TAB. 5.2

Chiffre d'affaires, par personne occupée, selon la taille de l'entreprise (a)

Turnover, by person engaged, by size of the enterprise (a)

Montant/Value : 1.000 DM

Pays/Country: BRD

Année/Year : 1978 - 1979

Commerce de gros

Wholesale trade

Année/Year : 1978 - 1979

No.	ACTIVITE	Taille (nombre de personnes occupées) de l'entreprise Size (number of persons engaged) of the enterprise								TOTAL	ACTIVITY	NACE
		1 - 2	3 - 5 (*)	6 - 9 (*)	10 - 19	20 - 49	≥ 50		TOTAL			
							TOTAL	dont/of which				
								50 - 199				
NACE	COMMERCE DE GROS DE:	1	2	3	4	5	6	7	8	9	WHOLESALE DEALING IN:	no.
611	Matières premières agricoles, animaux vivants, matières premières textiles et demi-produits	550,1	739,9	715,8	644,1	673,8	979,6	1.120,8	920,9	801,4	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	611
612	Combustibles, minéraux et produits chimiques industriels	1.196,3	1.811,0	1.473,0	1.403,4	1.554,5	1.304,5	1.119,0	1.447,9	1.375,1	Fuels, ores, metals and industrial chemicals	612
613	Bois et matériaux de construction	277,1	304,7	347,8	337,4	335,2	303,7	301,1	309,4	320,0	Timber and building materials	613
614	Machines, matériel et véhicules	217,7	247,9	275,7	277,1	279,8	408,2	346,5	493,3	337,3	Machinery, industrial equipment and vehicles	614
615	Meubles, articles de ménage et quincaillerie	199,0	261,8	278,1	314,6	265,2	281,4	299,2	252,0	277,4	Furniture, household goods, hardware and ironmongery	615
616	Textiles, habillement, chaussures et articles en cuir	278,0	311,7	384,9	332,6	306,7	262,8	257,1	270,9	297,3	Textiles, clothing, footwear and leather goods	616
617	Denrées alimentaires, boissons et tabac	392,6	439,7	543,9	658,6	687,6	590,6	692,1	523,2	583,8	Food, drink and tobacco	617
618	Produits pharmaceutiques, médicaux, de beauté, produits d'entretien	150,7	221,2	268,8	295,1	307,2	314,0	307,6	317,2	299,3	Pharmaceutical and medical goods, cosmetics and cleaning materials	618
619	Autres commerces de gros spécialisés et commerce de gros de produits divers	193,8	253,4	283,8	575,6	375,7	362,7	379,1	342,5	367,3	Other specialized wholesale distribution and wholesale dealing in a variety of goods	619
61	Ensemble du commerce de gros	355,6	448,2	466,7	496,6	490,5	554,2	502,9	605,8	512,7	Total wholesale dealing	61

(\*) La deuxième et la troisième classe de taille des entreprises ne correspondent pas exactement avec celles prévues dans le programme de référence de l'OSCE, qui prévoit 3-4 et 5-9 personnes respectivement.

(\*) In the classification of enterprises, two sizes are not exactly the same as those laid down in the Community programme : 3-5 and 6-9 persons engaged for Germany instead of 3-4 and 5-9.

(a) Hors TVA - Excluding VAT.



T A B. 1

Commerce de détail

Nombre d'entreprises, personnes occupées et dépenses de personnel

Pays/Country : B R D

Retail trade

Number of enterprises, persons engaged and labour costs

Année/Year : 1978 - 1979

No.  NACE	ACTIVITE  COMMERCE DE DETAIL DE:	Nombre d'entreprises  Number of enterprises (b)	Nombre de personnes occupées (a) Number of persons engaged (a)		Dépenses de personnel/ Labour costs		ACTIVITY  RETAIL DISTRIBUTION OF:	NACE  no.	
			T O T A L	dont/ of which		T O T A L			dont/ of which salaires bruts gross wages
				salariés employees	autres others				
1	2	3	4	5	6				
641/2	Produits alimentaires, boissons, tabac (c)	117 382	685 548	505 482	180 066		Food, drink and tobacco	641/2	
643	Produits pharmaceutiques	14 620	94 485	72 415	22 070		Dispensing chemists	643	
644	Articles médicaux, produits de beauté et d'entretien	11 946	57 387	39 953	17 434		Medical goods, cosmetics and cleaning materials	644	
645	Articles d'habillement	43 926	333 592	268 520	65 072		Clothing	645	
646	Chaussures et maroquinerie	12 642	83 957	64 479	19 478		Footwear and leather goods	646	
647	Tissus d'ameublement	6 495	33 293	23 958	9 335		Furnishing fabrics and other household textiles	647	
648/9	Appareils et matériel pour l'équipement du foyer	49 959	277 682	206 131	71 551		Household equipment, fittings and appliances	648/9	
651	Automobiles et motocycles	20 220	241 955	215 009	26 946		Motor vehicles and cycles	651	
652	Carburants et lubrifiants	15 206	57 429	33 994	23 435		Motor fuels and lubricating oils	652	
653	Livres, journaux, papeterie et fournitures de bureau	15 001	72 177	50 251	21 926		Books, newspapers, stationery and office supplies	653	
654/5	Autres articles	47 171	194 345	125 677	68 668		Other goods	654/5	
656	Assortiment de produits divers avec vente prédominante de produits non alimentaires	4 672	347 478	340 576	6 902		A wide range of goods, with non-food goods predominating	556	
64/65	Ensemble du commerce de détail	359 240	2479 328	1946 445	532 883		Total retail distribution	64/65	

(a) Période de référence/ Reference period: 31.03.79

(b) Sont exclues les entreprises ayant réalisé, en 1978, un chiffre d'affaires inférieur à 12 000 DM. Are excluded the enterprises with a turnover of less than DM 12.000 in 1978.

(c) Sont exclues les boucheries qui effectuent de la transformation de la viande. Excluding butcheries which process meat.

T A B . 2

Commerce de détail

Recettes et dépenses courantes, variation des stocks, valeur ajoutée brute

Pays/Country : B R D

Retail trade

Revenues and current expenditure, change in stocks, gross value added

Année/Year : 1978

No.  NACE	ACTIVITE  COMMERCE DE DETAIL DE:	Chiffre d'affaires global / Total turnover (*)			Achats courants de bien et services	Variation des stocks	Valeur ajoutée hors TVA (a)	ACTIVITY  RETAIL DISTRIBUTION OF:	NACE  no.
		TOTAL (Mio DM)	dont / of which		Current purchases of goods and services	Change in value of stocks	Value added excl. VAT (a)		
			Reventes en gros (%) Wholesale dealing	Activité non- commerciale Non-commercial activity (c) (%)					
		1	2	3	4	5	6		
641/2	Produits alimentaires, boissons, tabac (b)	114 539,4	2,3	1,1				Food, drink and tobacco	641/2
643	Produits pharmaceutiques	14 820,3	0,4	0,2				Dispensing chemists	643
644	Articles médicaux, produits de beauté et d'entretien	6 384,9	2,9	1,2				Medical goods, cosmetics and cleaning materials	644
645	Articles d'habillement	39 727,5	0,6	0,9				Clothing	645
646	Chaussures et maroquinerie	8 330,2	0,6	1,5				Footwear and leather goods	646
647	Tissus d'ameublement	3 559,7	4,7	4,1				Furnishing fabrics and other household textiles	647
648/9	Appareils et matériel pour l'équipement du foyer	39 981,1	3,6	3,7				Household equipment, fittings and appliances	648/9
651	Automobiles et motocycles	47 582,3	6,7	14,4				Motor vehicles and cycles	651
652	Carburants et lubrifiants	6 895,9	13,6	27,5				Motor fuels and lubricating oils	652
653	Livres, journaux, papeterie et fournitures de bureau	8 659,6	2,6	2,6				Books, newspapers, stationery and office supplies	653
654/5	Autres articles	30 508,3	8,5	2,8				Other goods	654/5
656	Assortiment de produits divers avec vente prédominante de produits non alimentaires	48 107,7	0,7	2,5				A wide range of goods, with non-food goods predominating	656
64/65	Ensemble du commerce de détail	369 096,9	3,3	4,0				Total retail distribution	64/65

(\*) TVA comprise - Including VAT.

(a) (Col. 1) - (Col. 4) + (Col. 5)

(b) Sont exclues les boucheries qui effectuent de la transformation de la viande. Excluding butcheries which process meat.

(c) Compris les intermédiaires du commerce. Including the commercial agents.

T A B . 3

Répartition des entreprises par taille (classes de personnes occupées)

Distribution of enterprises by size (classes of persons engaged)

Commerce de détail

Retail trade

Nombre/ Number

Pays/Country : B R D

Année/Year : 1978 - 1979

No.  NACE	ACTIVITE  COMMERCE DE DETAIL DE:	Taille (nombre de personnes occupées) de l'entreprise Size (number of persons engaged) of the enterprise								TOTAL	ACTIVITY  RETAIL DISTRIBUTION OF:	NACE  no.
		1 - 2	3 - 5 (a)	6 - 9 (a)	10 - 19	20 - 49	≥ 50					
							TOTAL	dont/ of which				
								50 - 199	≥ 200			
		1	2	3	4	5	6	7	8	9		
641/2	Produits alimentaires, boissons, tabac (b)	68 504	31 920	9 777	4 962	1 440	779	531	248	117 382	Food, drink and tobacco	641/2
643	Produits pharmaceutiques	423	5 674	6 819	1 632	.	.	.	—	14 620	Dispensing chemists	643
644	Articles médicaux, produits de beauté et d'entretien	5 752	4 130	1 285	597	139	43	30	13	11 946	Medical goods, cosmetics and cleaning materials	644
645	Articles d'habillement	21 371	12 290	4 971	3 144	1 391	759	626	133	43 926	Clothing	645
646	Chaussures et maroquinerie	6 098	3 498	1 542	960	383	161	134	27	12 642	Footwear and leather goods	646
647	Tissus d'ameublement	3 067	1 919	810	483	174	42	37	5	6 495	Furnishing fabrics and other household textiles	647
648/9	Appareils et matériel pour l'équipement du foyer	25 704	12 933	5 710	3 729	1 446	437	382	55	49 959	Household equipment, fittings and appliances	648/9
651	Automobiles et motocycles	7 690	3 928	2 466	2 906	2 357	873	819	54	20 220	Motor vehicles and cycles	651
652	Carburants et lubrifiants	6 219	6 677	1 757	464	72	17	14	3	15 206	Motor fuels and lubricating oils	652
653	Livres, journaux, papeterie et fournitures de bureau	8 010	4 093	1 499	921	373	105	95	10	15 001	Books, newspapers, stationery and office supplies	653
654/5	Autres articles	24 738	14 392	4 919	2 335	646	141	119	22	47 171	Other goods	654/5
656	Assortiment de produits divers avec vente prédominante de produits non alimentaires	2 186	1 291	469	312	173	241	171	70	4 672	A wide range of goods, with non-food goods predominating	656
64/65	Ensemble du commerce de détail	179 762	102 745	42 024	22 445	8 665	3 599	2 959	640	359 240	Total retail distribution	64/65

(a) La deuxième et la troisième classe de taille des entreprises ne correspondent pas exactement avec celles prévues dans le programme de référence de l'OSCE, qui prévoit 3-4 et 5-9 personnes, respectivement

(b) Sont exclues les boucheries qui effectuent de la transformation de la viande

(a) In the classification of enterprises, two sizes are not exactly the same as those laid down in the Community programme : 3-5 and 6-9 persons engaged for Germany instead of 3-4 and 5-9.

(b) Excluding butcheries which process meat.

TAB.3.1

Répartition des entreprises par taille (classes de personnes occupées)

Distribution of enterprises by size (classes of persons engaged)

Pays/Country : B R D

Année/Year : 1978 - 1979

Commerce de détail

Retail trade

%

No.  NACE	ACTIVITE  COMMERCE DE DETAIL DE:	Taille (nombre de personnes occupées) de l'entreprise Size (number of persons engaged) of the enterprise								TOTAL	ACTIVITY  RETAIL DISTRIBUTION OF:	NACE  no.
		1 - 2	3 - 5 (a)	6 - 9 (a)	10 - 19	20 - 49	≥ 50					
							TOTAL	dont/ of which				
								50 - 199	≥ 200			
		1	2	3	4	5	6	7	8	9		
641/2	Produits alimentaires, boissons, tabac (b)	58,4	27,2	8,3	4,2	1,2	0,7	0,5	0,2	100,0	Food, drink and tobacco	641/2
643	Produits pharmaceutiques	2,9	38,8	46,6	11,2	.	.	.	-	100,0	Dispensing chemists	643
644	Articles médicaux, produits de beauté et d'entretien	48,1	34,6	10,8	5,0	1,1	0,4	0,3	0,1	100,0	Medical goods, cosmetics and cleaning materials	644
645	Articles d'habillement	48,7	28,0	11,3	7,1	3,2	1,7	1,4	0,3	100,0	Clothing	645
646	Chaussures et maroquinerie	48,2	27,7	12,2	7,6	3,0	1,3	1,1	0,2	100,0	Footwear and leather goods	646
647	Tissus d'ameublement	47,2	29,5	12,5	7,4	2,7	0,7	0,6	0,1	100,0	Furnishing fabrics and other household textiles	647
648/9	Appareils et matériel pour l'équipement du foyer	51,4	25,9	11,4	7,5	2,9	0,9	0,8	0,1	100,0	Household equipment, fittings and appliances	648/9
651	Automobiles et motocycles	38,0	19,4	12,2	14,4	11,7	4,3	4,0	0,3	100,0	Motor vehicles and cycles	651
652	Carburants et lubrifiants	40,9	43,9	11,6	3,0	0,5	0,1	0,1	0,0	100,0	Motor fuels and lubricating oils	652
653	Livres, journaux, papeterie et fournitures de bureau	53,4	27,3	10,0	6,1	2,5	0,7	0,6	0,1	100,0	Books, newspapers, stationery and office supplies	653
654/5	Autres articles	52,4	30,5	10,4	5,0	1,4	0,3	0,3	0,0	100,0	Other goods	654/5
656	Assortiment de produits divers avec vente prédominante de produits non alimentaires	46,8	27,6	10,0	6,7	3,7	5,2	3,7	1,5	100,0	A wide range of goods, with non-food goods predominating	656
64/65	Ensemble du commerce de détail	50,0	28,6	11,7	6,3	2,4	1,0	0,8	0,2	100,0	Total retail distribution	64/65

(a) La deuxième et la troisième classe de taille des entreprises ne correspondent pas exactement avec celles prévues dans le programme de référence de l'OSCE, qui prévoit 3-4 et 5-9 personnes, respectivement

(b) Sont exclues les boucheries qui effectuent de la transformation de la viande

(a) In the classification of enterprises, two sizes are not exactly the same as those laid down in the Community programme : 3-5 and 6-9 persons engaged for Germany instead of 3-4 and 5-9.

(b) Excluding butcheries which process meat.



T A B . 4

Répartition des personnes occupées selon la taille de l'entreprise

Distribution of persons engaged by size of the enterprise

Pays/Country : B R D

Année/Year : 1978 - 1979

Commerce de détail

Retail trade

Nombre/Number

No.  NACE	ACTIVITE  COMMERCE DE DETAIL DE:	Taille (nombre de personnes occupées) de l'entreprise Size (number of persons engaged) of the enterprise								TOTAL	ACTIVITY  RETAIL DISTRIBUTION OF:	NACE  no.
		1 - 2	3 - 5 (a)	6 - 9 (a)	10 - 19	20 - 49	≥ 50					
							TOTAL	dont/of which				
								50-199	≥ 200			
		1	2	3	4	5	6	7	8	9		
641/2	Produits alimentaires, boissons, tabac (b)	103 695	117 382	68 936	68 836	40 381	291 318	50 009	241 309	685 548	Food, drink and tobacco	641/2
643	Produits pharmaceutiques	766	24 264	48 502	19 135	.	.	.	-	94 485	Dispensing chemists	643
644	Articles médicaux, produits de beauté et d'entretien	8 812	15 433	9 061	7 734	3 912	12 435	2 366	10 069	57 387	Medical goods, cosmetics and cleaning materials	644
645	Articles d'habillement	31 576	45 964	35 425	41 150	41 029	138 448	56 361	82 087	333 592	Clothing	645
646	Chaussures et maroquinerie	9 413	13 111	10 950	12 600	11 300	26 583	11 595	14 988	83 957	Footwear and leather goods	646
647	Tissus d'ameublement	4 640	7 215	5 745	6 247	4 924	4 522	2 978	1 544	33 293	Furnishing fabrics and other household textiles	647
648/9	Appareils et matériel pour l'équipement du foyer	37 563	48 767	40 866	48 810	41 463	60 213	32 733	27 480	277 682	Household equipment, fittings and appliances	648/9
651	Automobiles et motocycles	11 081	15 029	17 954	40 148	71 425	86 318	68 133	18 185	241 955	Motor vehicles and cycles	651
652	Carburants et lubrifiants	10 577	24 658	12 270	5 910	1 979	2 035	1 149	886	57 429	Motor fuels and lubricating oils	652
653	Livres, journaux, papeterie et fournitures de bureau	11 941	15 149	10 605	11 960	10 731	11 791	7 438	4 353	72 177	Books, newspapers, stationery and office supplies	653
654/5	Autres articles	37 778	53 467	34 700	30 083	18 557	19 760	9 040	10 720	194 345	Other goods	654/5
656	Assortiment de produits divers avec vente prédominante de produits non alimentaires	3 384	4 780	3 356	4 096	5 275	326 587	17 088	309 499	347 478	A wide range of goods, with non-food goods predominating	656
64/65	Ensemble du commerce de détail	271 226	385 219	298 370	291 709	252 744	980 060	258 940	721 120	2479 328	Total retail distribution	64/65

(a) La deuxième et la troisième classe de taille des entreprises ne correspondent pas exactement avec celles prévues dans le programme de référence de l'OSCE, qui prévoit 3-4 et 5-9 personnes, respectivement

(b) Sont exclues les boucheries qui effectuent de la transformation de la viande

(a) In the classification of enterprises, two sizes are not exactly the same as those laid down in the Community programme : 3-5 and 6-9 persons engaged for Germany instead of 3-4 and 5-9.

(b) Excluding butcheries which process meat.



T A B . 4 . 1

Répartition des personnes occupées selon la taille de l'entreprise

Distribution of persons engaged by size of the enterprise

Pays/Country : B R D

Année/Year : 1978 - 1979

Commerce de détail

Retail trade

%

No.  NACE	ACTIVITE  COMMERCE DE DETAIL DE:	Taille (nombre de personnes occupées) de l'entreprise Size (number of persons engaged) of the enterprise								TOTAL	ACTIVITY  RETAIL DISTRIBUTION OF:	NACE  no.
		1 - 2	3 - 5 (a)	6 - 9 (a)	10 - 19	20 - 49	≥ 50					
							TOTAL	dont/of which				
								50-199	≥ 200			
		1	2	3	4	5	6	7	8	9		
641/2	Produits alimentaires, boissons, tabac (b)	15,1	17,1	10,1	9,3	5,9	42,5	7,3	35,2	100,0	Food, drink and tobacco	641/2
643	Produits pharmaceutiques	0,8	25,7	51,3	20,3	.	.	.	-	100,0	Dispensing chemists	643
644	Articles médicaux, produits de beauté et d'entretien	15,4	26,8	15,8	13,5	6,8	21,7	4,1	17,5	100,0	Medical goods, cosmetics and cleaning materials	644
645	Articles d'habillement	9,5	13,8	10,6	12,3	12,3	41,5	16,9	24,6	100,0	Clothing	645
646	Chaussures et maroquinerie	11,2	15,6	13,0	15,0	13,5	31,7	13,8	17,9	100,0	Footwear and leather goods	646
647	Tissus d'ameublement	13,9	21,7	17,2	18,8	14,8	13,6	8,9	4,6	100,0	Furnishing fabrics and other household textiles	647
648/9	Appareils et matériel pour l'équipement du foyer	13,5	17,6	14,7	17,6	14,9	21,7	11,8	9,9	100,0	Household equipment, fittings and appliances	648/9
651	Automobiles et motocycles	4,6	6,2	7,4	16,6	29,5	35,7	28,2	7,5	100,0	Motor vehicles and cycles	651
652	Carburants et lubrifiants	18,4	42,9	21,4	10,3	3,5	3,5	2,0	1,5	100,0	Motor fuels and lubricating oils	652
653	Livres, journaux, papeterie et fournitures de bureau	16,5	21,0	14,7	16,6	14,9	16,3	10,3	6,0	100,0	Books, newspapers, stationery and office supplies	653
654/5	Autres articles	19,4	27,5	17,8	15,5	9,6	10,2	4,7	5,5	100,0	Other goods	654/5
656	Assortiment de produits divers avec vente prédominante de produits non alimentaires	1,0	1,4	1,0	1,2	1,5	93,9	4,9	89,0	100,0	A wide range of goods, with non-food goods predominating	656
64/65	Ensemble du commerce de détail	10,9	15,6	12,0	11,8	10,2	39,5	10,4	29,1	100,0	Total retail distribution	64/65

(a) La deuxième et la troisième classe de taille des entreprises ne correspondent pas exactement avec celles prévues dans le programme de référence de l'OSCE, qui prévoit 3-4 et 5-9 personnes, respectivement.

(b) Sont exclues les boucheries qui effectuent de la transformation de la viande.

(a) In the classification of enterprises, two sizes are not exactly the same as those laid down in the Community programme : 3-5 and 6-9 persons engaged for Germany instead of 3-4 and 5-9.

(b) Excluding butcheries which process meat.

T A B . 5

Répartition du chiffre d'affaires selon la taille de l'entreprise (c)

Distribution of turnover by size of the enterprise (c)

Pays/Country : B R D

Année/Year : 1978 - 1979

Commerce de détail

Retail trade

montant/ value (1 000 DM)

No.	ACTIVITE  COMMERCE DE DETAIL DE:	Taille (nombre de personnes occupées) de l'entreprise Size (number of persons engaged) of the enterprise								TOTAL	ACTIVITY  RETAIL DISTRIBUTION OF:	NACE  no.
		1 - 2	3 - 5 (a)	6 - 9 (a)	10 - 19	20-49	≥ 50					
							TOTAL	dont/of which				
								50 - 199	≥ 200			
NACE		1	2	3	4	5	6	7	8	9		
641/2	Produits alimentaires, boissons, tabac (b)	11.434.814	14126997	8709744	8809913	6787038	64670878	9971615	54699263	114539384	Food, drink and tobacco	641/2
643	Produits pharmaceutiques	152.810	4141913	7463519	2766970	.	.	.	-	14820295	Dispensing chemists	643
644	Articles médicaux, produits de beauté et d'entretien	684.577	1415742	914688	850955	471249	2047650	354168	1693482	6384861	Medical goods, cosmetics and cleaning materials	644
645	Articles d'habillement	2.421.950	4324319	3720820	4573377	4637458	20049602	6459358	13590244	39727523	Clothing	645
646	Chaussures et maroquinerie	734.967	1273183	1075493	1295763	1169935	2780803	1218542	1562261	8330145	Footwear and leather goods	646
647	Tissus d'ameublement	399.059	715706	585035	687875	526425	645578	420265	225313	3559678	Furnishing fabrics and other household textiles	647
648/9	Appareils et matériel pour l'équipement du foyer	3.200.966	5700746	5409394	6936822	6606270	12127201	6139148	5988053	39981131	Household equipment, fittings and appliances	648/9
651	Automobiles et motocycles	1.289.498	2493900	2832964	7021104	14422037	19522838	15117278	4405560	47582340	Motor vehicles and cycles	651
652	Carburants et lubrifiants	859.881	1848083	1175684	923944	643812	1444863	447735	997128	6895868	Motor fuels and lubricating oils	652
653	Livres, journaux, papeterie et fournitures de bureau	1.115.688	1493534	1133397	1609225	1373522	1934268	1101517	832571	8659635	Books, newspapers, stationery and office supplies	653
654/5	Autres articles	3.799.816	7337011	5497078	5861456	3725666	4287249	2311648	1975601	30508275	Other goods	654/5
656	Assortiment de produits divers avec vente prédominante de produits non alimentaires	304.170	493594	365330	521082	770723	45652831	2205606	43447225	48107731	A wide range of goods, with non-food goods predominating	656
64/65	Ensemble du commerce de détail	26.398.195	45364458	38883147	41858487	41422454	175170126	45753247	129416879	369096868	Total retail distribution	64/65

(a) La deuxième et la troisième classe de taille des entreprises ne correspondent pas exactement avec celles prévues dans le programme de référence de l'OSCE, qui prévoit 3-4 et 5-9 personnes, respectivement.

(b) Sont exclues les boucheries qui effectuent de la transformation de la viande.

(c) TVA comprise.

(a) In the classification of enterprises, two sizes are not exactly the same as those laid down in the Community programme : 3-5 and 6-9 persons engaged for Germany instead of 3-4 and 5-9.

(b) Excluding butcheries which process meat.

(c) Including VAT.

T A B . 5.1

Répartition du chiffre d'affaires selon la taille de l'entreprise

Distribution of turnover by size of the enterprise

Pays/Country : B R D

Année/Year : 1978 - 1979

Commerce de détail

Retail trade

%

No.  NACE	ACTIVITE  COMMERCE DE DETAIL DE:	Taille (nombre de personnes occupées) de l'entreprise Size (number of persons engaged) of the enterprise								TOTAL	ACTIVITY  RETAIL DISTRIBUTION OF:	NACE  no.
		1 - 2	3 - 5 (a)	6 - 9 (a)	10 - 19	20-49	≥ 50					
							TOTAL	dont/of which				
								50 - 199	≥ 200			
		1	2	3	4	5	6	7	8	9		
641/2	Produits alimentaires, boissons, tabac (b)	10,2	12,3	7,6	7,7	5,9	56,5	8,7	47,8	100,0	Food, drink and tobacco	641/2
643	Produits pharmaceutiques	1,0	27,9	50,4	18,7	.	.	.	-	100,0	Dispensing chemists	643
644	Articles médicaux, produits de beauté et d'entretien	10,7	22,2	14,3	13,3	7,4	32,1	5,5	26,5	100,0	Medical goods, cosmetics and cleaning materials	644
645	Articles d'habillement	6,1	10,9	9,4	11,5	11,7	50,5	16,3	34,2	100,0	Clothing	645
646	Chaussures et maroquinerie	8,8	15,3	12,9	15,6	14,0	33,4	14,6	18,8	100,0	Footwear and leather goods	646
647	Tissus d'ameublement	11,2	20,1	16,4	19,3	14,8	18,1	11,8	6,3	100,0	Furnishing fabrics and other household textiles	647
648/9	Appareils et matériel pour l'équipement du foyer	8,0	14,3	13,5	17,4	16,5	30,3	15,4	15,0	100,0	Household equipment, fittings and appliances	648/9
651	Automobiles et motocycles	2,7	5,2	6,0	14,8	30,3	41,0	31,8	9,3	100,0	Motor vehicles and cycles	651
652	Carburants et lubrifiants	12,5	26,8	17,0	13,4	9,3	20,9	6,5	14,5	100,0	Motor fuels and lubricating oils	652
653	Livres, journaux, papeterie et fournitures de bureau	12,9	17,2	13,1	18,6	15,9	22,3	12,7	9,6	100,0	Books, newspapers, stationery and office supplies	653
654/5	Autres articles	12,5	24,0	18,0	19,2	12,2	14,1	7,2	6,5	100,0	Other goods	654/5
656	Assortiment de produits divers avec vente prédominante de produits non alimentaires	0,6	1,0	0,8	1,1	1,6	94,9	4,6	90,3	100,0	A wide range of goods, with non-food goods predominating	656
64/65	Ensemble du commerce de détail	7,2	12,3	10,5	11,3	11,2	47,5	12,4	35,1	100,0	Total retail distribution	64/65

(a) La deuxième et la troisième classe de taille des entreprises ne correspondent pas exactement avec celles prévues dans le programme de référence de l'OSCE, qui prévoit 3-4 et 5-9 personnes, respectivement.

(b) Sont exclues les boucheries qui effectuent de la transformation de la viande.

(a) In the classification of enterprises, two sizes are not exactly the same as those laid down in the Community programme : 3-5 and 6-9 persons engaged for Germany instead of 3-4 and 5-9.

(b) Excluding butcheries which process meat.

T A B . 5.2

Chiffre d'affaires, par personne occupée, selon la taille de l'entreprise (\*)

Turnover, by person engaged, by size of the enterprise (\*)

Pays/Country : B R D

Année/Year : 1978 - 1979

Commerce de détail

Retail trade

montant/ value: 1 000 DM

No.  NACE	ACTIVITE  COMMERCE DE DETAIL DE:	Taille (nombre de personnes occupées) de l'entreprise Size (number of persons engaged) of the enterprise								TOTAL	ACTIVITY  RETAIL DISTRIBUTION OF:	NACE  no.
		1 - 2	3 - 5 (a)	6 - 9 (a)	10 - 19	20-49	≥ 50					
							TOTAL	dont/of which				
								50 - 199	≥ 200			
1	2	3	4	5	6	7	8	9				
641/2	Produits alimentaires, boissons, tabac (b)	110,3	120,4	126,3	138,0	168,1	222,0	199,4	226,7	167,1	Food, drink and tobacco	641/2
643	Produits pharmaceutiques	199,5	170,7	153,9	144,6	.	.	.	-	156,9	Dispensing chemists	643
644	Articles médicaux, produits de beauté et d'entretien	77,7	91,7	100,9	110,0	120,5	164,7	149,7	168,2	111,3	Medical goods, cosmetics and cleaning materials	644
645	Articles d'habillement	76,7	94,1	105,0	111,1	113,0	144,8	114,6	165,6	119,1	Clothing	645
646	Chaussures et maroquinerie	78,1	97,1	98,2	102,8	103,5	104,6	105,1	104,2	99,2	Footwear and leather goods	646
647	Tissus d'ameublement	86,0	99,2	101,8	110,1	106,9	142,8	141,1	145,9	106,9	Furnishing fabrics and other household textiles	647
648/9	Appareils et matériel pour l'équipement du foyer	85,2	116,9	132,4	142,1	159,3	201,4	187,6	217,9	144,0	Household equipment, fittings and appliances	648/9
651	Automobiles et motocycles	116,4	165,9	157,8	174,9	201,9	226,2	221,9	242,3	196,7	Motor vehicles and cycles	651
652	Carburants et lubrifiants	81,3	74,9	95,8	156,3	325,3	709,8	389,3	1.125,4	120,1	Motor fuels and lubricating oils	652
653	Livres, journaux, papeterie et fournitures de bureau	93,4	98,6	106,9	134,6	128,0	164,0	148,1	191,3	120,0	Books, newspapers, stationery and office supplies	653
654/5	Autres articles	100,6	137,2	158,4	194,8	200,8	217,0	255,7	184,3	157,0	Other goods	654/5
656	Assortiment de produits divers avec vente prédominante de produits non alimentaires	89,9	103,3	108,9	127,2	146,1	139,8	129,1	140,4	138,4	A wide range of goods, with non-food goods predominating	656
64/65	Ensemble du commerce de détail	97,3	117,8	130,3	143,5	163,9	178,7	176,7	179,5	148,9	Total retail distribution	64/65

(a) La deuxième et la troisième classe de taille des entreprises ne correspondent pas exactement avec celles prévues dans le programme de référence de l'OSCE, qui prévoit 3-4 et 5-9 personnes, respectivement.

(b) Sont exclues les boucheries qui effectuent de la transformation de la viande.

(\*) TVA comprise.

(a) In the classification of enterprises, two sizes are not exactly the same as those laid down in the Community programme : 3-5 and 6-9 persons engaged for Germany instead of 3-4 and 5-9.

(b) Excluding butcheries which process meat.

(\*) Including VAT.



TAB. 6

Taux moyens de la TVA pour chaque groupe NACE  
Mean VAT rate by NACE-group

Année/Year: 1978

N° NACE	Commerce de gros	Taux moyen Mean rate (%)	Wholesale trade	NACE n°
611	Matières premières agricoles, animaux vivants, matières premières textiles et demi-produits	7,3	Agricultural raw materials, live animals, textile raw materials and semi-finished goods	611
612	Combustibles, minéraux et produits chimiques industriels	10,3	Fuels, ores, metals and industrial chemicals	612
613	Bois et matériaux de construction	11,3	Timber and building materials	613
614	Machines, matériel et véhicules	11,1	Machinery, industrial equipment and vehicles	614
615	Meubles, articles de ménage et quincaillerie	10,8	Furniture, household goods, hardware and ironmongery	615
616	Textiles, habillement, chaussures et articles en cuir	11,0	Textiles, clothing, footwear and leather goods	616
617	Denrées alimentaires, boissons et tabac	7,9	Food, drink and tobacco	617
618	Produits pharmaceutiques, médicaux, de beauté, produits d'entretien	11,2	Pharmaceutical and medical goods, cosmetics and cleaning materials	618
619	Autres commerces de gros spécialisés et commerce de gros de produits divers	9,7	Other specialized wholesale distribution and wholesale dealing in a variety of goods	619
61	Ensemble du commerce de gros	9,5	Total wholesale dealing	61

N° NACE	Commerce de détail	Taux moyen Mean rate (%)	Retail trade	NACE n°
641/2	Produits alimentaires, boissons, tabac	8,2	Food, drink and tobacco	641/2
643	Produits pharmaceutiques	11,7	Dispensing chemists	643
644	Articles médicaux, produits de beauté et d'entretien	10,8	Medical goods, cosmetics and cleaning materials	644
645	Articles d'habillement	11,8	Clothing	645
646	Chaussures et maroquinerie	11,8	Footwear and leather goods	646
647	Tissus d'ameublement	11,7	Furnishing fabrics and other household textiles	647
648/9	Appareils et matériel pour l'équipement du foyer	11,6	Household equipment, fittings and appliances	648/9
651	Automobiles et motocycles	11,8	Motor vehicles and cycles	651
652	Carburants et lubrifiants	11,8	Motor fuels and lubricating oils	652
653	Livres, journaux, papeterie et fournitures de bureau	8,7	Books, newspapers, stationery and office supplies	653
654/5	Autres articles	9,6	Other goods	654/5
656	Assortiment de produits divers avec vente prédominante de produits non alimentaires	10,6	A wide range of goods, with non-food goods predominating	656
64/65	Ensemble du commerce de détail	10,5	Total retail distribution	64/65



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